

Work Order ID 66723

Thursday, February 24, 2011 2:26:53 PM



Page 1

Item ID: D130-787-011

Accept



Setup Start



Revision ID:

Stop



Item Name: Traffic Advisory System Installation

Start Date: 2/23/2011 Start Qty: 1.00



Cust Item ID:

Required Date: 3/1/2011 Req'd Qty: 1.00



Customer:

Reference:

Run Start



Approvals: Process Plan: W Date: _____ Tooling: _____ Date: _____

Stop



QC: _____ Date: _____ SPC (Y/N): _____ Date: _____

Sequence ID/ Work Center ID	Operation Description	Set Up/ Run Hours	Tool ID	Tool #	Plan Code	Accept Qty	Reject Qty	Reject Number	Insp. Stamp
--------------------------------	--------------------------	----------------------	---------	--------	--------------	---------------	---------------	------------------	----------------

Draw Nbr	Revision Nbr
DSI 9479	A
IIN-D130-787	B

100 0.00



DC

Document Control

Memo

Photocopy bluefile and type labels per PPP D130-787-011

0.00

New paperwork to follow next wk

11 03 10

110 Pick Kit 0.00



Packaging

Packaging

Memo

0.00

CY 11/03/10 (1)

Linda Lacelle

From: dshepherd@dartaero.com
Sent: March 10, 2011 8:47 AM
To: Carrie Pearson
Cc: Linda Lacelle; Peggy
Subject: Re: REVISED PO 9033 FOR SKY MAINTENANCE SERVICES - CP

Hi Carrie,

As discussed, I am OK shipping the TAS kit with the old paperwork as long as the customer understands we are providing new paperwork by email on Tuesday next week to correct some errors that Kevin has noticed. I have the new paperwork, but I have been unable to review it as I travelled.

David

Sent from my BlackBerry device on the Rogers Wireless Network

From: "Carrie Pearson" <carrie@darths.com>
Date: Thu, 10 Mar 2011 08:25:52 -0500
To: David Shepherd<dshepherd@dartaero.com>
Subject: FW: REVISED PO 9033 FOR SKY MAINTENANCE SERVICES - CP

Hi David

The customer has requested if we can deliver all parts for the TAS installation for Monday 14th.

Any chance that this could be possible?

Regards

Carrie

From: David Shepherd [mailto:dshepherd@dartaero.com]
Sent: February 24, 2011 7:03 PM
To: 'Linda lacelle'
Cc: Carrie Pearson; Peggy McDonald; Mike Petsche; 'Bill Beckett'; 'Kevin Barton'; Daniel Campbell; Harvey Siemens
Subject: FW: REVISED PO 9033 FOR SKY MAINTENANCE SERVICES - CP

Linda,

I talked to Kevin tonight ... He is going to take a couple of hours tomorrow and markup the IIN/ICA for Dan Campbell to fix.

Dan can probably have the updates done before the end of next week.

My guess is that Bill is anxious to get this shipment into February's numbers. The changes that Kevin needs to do involve changing the parts list.

Work Order ID 66723

Thursday, February 24, 2011 2:26:53 PM



Page 2

Item ID: D130-787-011

Accept



Setup Start



Revision ID:

Stop



Item Name: Traffic Advisory System Installation

Start Date: 2/23/2011 Start Qty: 1.00



Cust Item ID:

Required Date: 3/1/2011 Req'd Qty: 1.00



Customer:

Reference:

Approvals: Process Plan: _____ Date: _____ Tooling: _____ Date: _____

Run Start



QC: _____ Date: _____ SPC (Y/N): _____ Date: _____

Stop



Sequence ID/ Work Center ID	Operation Description	Set Up/ Run Hours	Tool ID	Tool #	Plan Code	Accept Qty	Reject Qty	Reject Number	Insp. Stamp
120	QC4- 100% Inspect kits for completeness	0.00							
QC	Memo	0.00							
Quality Control									
130		0.00							
Packaging	Memo	0.00							
Packaging	Identify and pack for shipping as per PPP D130-787-011								
	Location: _____								
	PPP Rev: <u>Draft</u>								
140	QC21- Final Inspection - Work Order Release	0.00							
QC	Memo	0.00							
Quality Control									

n 11 03 10 1

CY 11/03/10 (X1)

11/03/10
CY 11/03/10

Picklist Print

Thursday, February 24, 2011 2:26:50 PM

Page 1

Work Order ID: 66723

Parent Item: D130-787-011

Parent Item Name: Traffic Advisory System Installation





Start Date: 2/23/2011

Required Date: 3/1/2011

Start Qty: 1.00

Required Qty: 1.00

Comments:

Component Item ID/ Item Name	Replacement Item ID	Mfg/ Purch	Bin Item	Primary Location	Last Location	Route Seq ID	Unit of Measure	Qty on Hand	Qty per Kit	Total Qty	Qty Issued	Date Issued	Status
006-18265-0000  KTA 870 / KMH 880 PILOT GUIDE		Purchased	No				Each	1.0000		1			
				<u>Location</u>				<u>Loc Qty</u>		<u>Loc Code</u>			
				chantal				1					
					116923			1					
050-03361-0000  KTA 810 / KMH 820 Install Kit		Purchased	No				Each	1.0000		1			
				<u>Location</u>				<u>Loc Qty</u>		<u>Loc Code</u>			
				ST				1					
					116843			1					
066-01152-0101  KTA 810 TAS Processor Unit		Purchased	No				Each	1.0000		1			
				<u>Location</u>				<u>Loc Qty</u>		<u>Loc Code</u>			
				ST				1					
					116982			1					
071-00112-0200  KCM 805 Configuration Module		Purchased	No				Each	1.0000		1			
				<u>Location</u>				<u>Loc Qty</u>		<u>Loc Code</u>			
				ST				1					
					116982			1					

CL 11/02/24

CL 11/02/24

CL 11/02/24

CL 11/02/24

Picklist Print

Thursday, February 24, 2011 2:26:51 PM

Work Order ID: 66723

Parent Item: D130-787-011

Parent Item Name: Traffic Advisory System Installation

Start Date: 2/23/2011

Required Date: 3/1/2011

Start Qty: 1.00

Required Qty: 1.00

071-01599-0100

Purchased

No

Each

2.0000

2



KA 815 Directional Antennas



CL 11/02/24

Location

Loc Qty

Loc Code

ST

2

116982

2

2

D130-787-013

Manufactured

No

110

Each

2.0000

1

1



Traffic Advisory System Mounting Provisions



CL 11/03/10

Location

Loc Qty

Loc Code

FG031

2

52701

2

1

MS26574-5

Purchased

No

Each

1.0000

1



Circuit Breaker



1 x CL 11/02/24
m13883

Location

Loc Qty

Loc Code

ST290

1

13883

1

S44193

Purchased

No

f

0.0000

120



Coax Cable



CL 11/03/10

120ft 116999

Linda Lacelle

From: David Shepherd <dshepherd@dartaero.com>
Sent: February 24, 2011 7:03 PM
To: 'Linda lacelle'
Cc: Carrie Pearson; 'Peggy, McDonald'; Mike Petsche; 'Bill Beckett'; 'Kevin Barton'; Daniel Campbell; Harvey Siemens
Subject: FW: REVISED PO 9033 FOR SKY MAINTENANCE SERVICES - CP
Attachments: Purchase Order #9033 2-24-2011 10-07-59 AM.PDF

Linda,

I talked to Kevin tonight ... He is going to take a couple of hours tomorrow and markup the IIN/ICA for Dan Campbell to fix.

Dan can probably have the updates done before the end of next week.

My guess is that Bill is anxious to get this shipment into February's numbers. The changes that Kevin needs to do involve changing the parts list.

So ... as long as the BOM matches the future parts list in the IIN, we could go ahead and ship the kit and notify the customer that the updated paperwork will be sent at the end of next week. Otherwise, it would be safest to hold back the shipment until the end of next week when the paperwork is done.

Either way, Dan is going to get going on the IIN/ICA updates for Kevin sometime tomorrow. If you want to ship in February, then Dan could probably tackle the parts list first.

David

From: Carrie Pearson [mailto:carrie@darths.com]
Sent: Thursday, February 24, 2011 11:15 AM
To: David Shepherd
Subject: FW: REVISED PO 9033 FOR SKY MAINTENANCE SERVICES - CP

Hi David

Please see attached revision

Thanks

Carrie

From: Nancy MacLeod
Sent: February 24, 2011 1:09 PM
To: 'sbedford@dartaero.com'; 'llacelle@dartaero.com'; 'mfauteux@dartaero.com'; 'ckerr@dartaero.com'
Cc: Shirley Hay; Linda Pilon; Carole O'Rourke; Carrie Pearson
Subject: REVISED PO 9033 FOR SKY MAINTENANCE SERVICES - CP

Please see attached PO for Sky Maintenance Services.

REVISION IS: P/N

This order is now Good to go.

Regards,

Nancy MacLeod

DART Helicopter Services, LLC

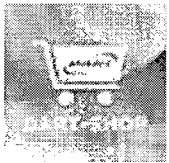
Tel: 1.613.632.3336

Tol: 1.800.556.4166

Fax: 1.613.632.3947

nancy@darths.com

www.darthelicopterservices.com



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34.12 Parts List

-011	-013	Part Number	Description
X		D130-787-011	Traffic Advisory System Install Kit
1	X	D130-787-013	Traffic Advisory System Mounting Kit
	1	D3869-1	TOP ANTENNA GROUND PLANE
	1	D3872-1	BOTTOM ANTENNA MOUNTING PLATE
	1	D3872-3	BOTTOM ANTENNA DOUBLER
	1	D3881-1	CONFIGURATION MODULE AND MAINTENANCE PORT BRACKET
	2	D3880-3	FLOOR DOUBLER
	2	D3880-041	SPACER ASSEMBLY
	1	D3906-1	PLACARD
	4	AN525-832-R6	SCREW
	2	MS24693-S26	SCREW
	6	MS24694-S50	SCREW
	2	MS35206-215	SCREW
	2	MS35206-244	SCREW
	2	NAS1149D0432J	WASHER
	2	NAS1149D0632J	WASHER
	20	NAS1149D0832J	WASHER
	2	MS21042L04	NUT
	2	MS21042L06	NUT
	10	MS21042L08	NUT
	1	LED-40-17-HE-E05LL	Annunciator, Traffic
	1	LED-41-14-ED-E05LM	Annunciator, Traffic Inhibit On Off
	2	18-200	Connector, Plug
	4	190121	Connectors, TNC Bulkhead
	4	190109	Connectors, TNC Right Angle
	1	1841-1-5620	Contact
	1	RN55C1211FB14	Resistor, 1.21 kOhms
	1	1N4007	Diode
1		066-01152-0101	KTA 810 TAS Processor Unit (Bendix / King)
2		071-01599-0100	KA 815 Directional Antennas (Bendix / King)
1		071-00112-0200	KCM 805 Configuration Module (Bendix / King)
1		050-03361-0000	KTA 810 / KMH 820 Install Kit (Bendix / King)
2		050-03362-0000	KA-815 Antenna Install Kits (Bendix / King)
1		HA21-6U3 or MS26574-5	Fuse or Circuit Breaker (See D130-787-901 Note 27)
AR 118		S44193	Coax Cable (PIC Wire and Cable)

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34-43-00

34.12 Parts List

-011	-013	Part Number	Description
X		D130-787-011	Traffic Advisory System Install Kit
1	X	D130-787-013	Traffic Advisory System Mounting Kit
	1	D3869-1	TOP ANTENNA GROUND PLANE
	1	D3872-1	BOTTOM ANTENNA MOUNTING PLATE
	1	D3872-3	BOTTOM ANTENNA DOUBLER
	1	D3881-1	CONFIGURATION MODULE AND MAINTENANCE PORT BRACKET
	2	D3880-3	FLOOR DOUBLER
	2	D3880-041	SPACER ASSEMBLY
	1	D3906-1	PLACARD
	4	AN525-832-R6	SCREW
	2	MS24693-S26	SCREW
	6	MS24694-S50	SCREW
	2	MS35206-215	SCREW
	2	MS35206-244	SCREW
	2	NAS1149D0432J	WASHER
	2	NAS1149D0632J	WASHER
	20	NAS1149D0832J	WASHER
	2	MS21042L04	NUT
	2	MS21042L06	NUT
	10	MS21042L08	NUT
	1	LED-40-17-HE-E05LL	Annunciator, Traffic
	1	LED-41-14-ED-E05LM	Annunciator, Traffic Inhibit On Off
	2	18-200	Connector, Plug
	4	190121	Connectors, TNC Bulkhead
	4	190109	Connectors, TNC Right Angle
	1	1841-1-5620	Contact
	1	RN55C1211FB14	Resistor, 1.21 kOhms
	1	1N4007	Diode
1 ✓		066-01152-0101	✓ KTA 810 TAS Processor Unit (Bendix / King)
2 ✓		071-01599-0100	✓ KA 815 Directional Antennas (Bendix / King)
1 ✓		071-00112-0200	✓ KCM 805 Configuration Module (Bendix / King)
1 ✓		050-03361-0000	✓ KTA 810 / KMH 820 Install Kit (Bendix / King)
2 ✓		050-03362-0000	✓ KA 815 Antenna Install Kits (Bendix / King)
1		HA21-6U3 or MS26574-5	Fuse or Circuit Breaker (See D130-787-901 Note 27)
AR		S44193	Coax Cable (PIC Wire and Cable)

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Revision: 0

34-43-00

Page 25 (26 blank) of 26

mBAughHmaw@picwire.com

262-246-0450

1800 742-3691

Linda Lacelle

From: Kevin Barton <kbarton@dartaero.com>
Sent: January 27, 2011 3:13 PM
To: fmah@eaglecopters.com; 'L Lacelle'
Cc: 'Mmiele'
Subject: RE: D130-787-013

Frank/Linda,

To clear up a mistake on my part these are the only two items that need to be ordered from Honeywell. The other items need to be ordered but are not available from Honeywell.

I obviously can't issue a PO so I leave that to Linda.

If you require any additional help please let me know.

ITEM	QTY REQ	PART NUMBER	DESCRIPTION	MANUFACTUER	LIST COST EA (USD)	DEALER NET EA (USD)
1	1	050-03361-0000	KTA 810 / KMH 820 Install Kit ✓	Honeywell	\$802.00	\$602.00
2	1	006-18265-0000	KTA 870 / KMH 880 Pilot Guide ✓	Honeywell	\$159.00	\$120.00

2296

Best Regards,

Kevin Barton

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From: Frank Mah [mailto:fmah@eaglecopters.com]
Sent: January 27, 2011 12:33 PM
To: 'Kevin Barton'; 'L Lacelle'
Cc: Mmiele
Subject: RE: D130-787-013

Hi Kevin / Linda,

What parts do you want us to order from Honeywell??

I need a PO from you guys to purchase.

Thanks,

Frank

From: Kevin Barton [mailto:kbarton@dartaero.com]
Sent: Wednesday, January 26, 2011 11:24 AM
To: fmah@eaglecopters.com; 'L Lacelle'
Subject: RE: D130-787-013

Hi Frank,

Here is the list.

Linda, please advise if you see any discrepancies between this and the BOM in the IIN, and you might want to buy the Pic cable (Item 5) as I believe you have to purchase connectors from them for the -013 kit. Thanks.

ITEM	QTY REQ	PART NUMBER	DESCRIPTION	MANUFACTUER	LIST COST EA (USD)	DEALER NET EA (USD)
1	1	050-03361-0000	KTA 810 / KMH 820 Install Kit	Honeywell	\$802.00	\$602.00
2	2	050-03362-0000	KA 815 Antenna Install Kits	Honeywell	Not Req.	Not Req.
3	1	HA21-6U3 or MS26574-5	Fuse or Circuit Breaker (See D130-787-901 Note 27)	Honeywell	\$21.75	
4	1	006-18265-0000	KTA 870 / KMH 880 Pilot Guide	Honeywell	\$159.00	\$120.00
5	AR (120 Feet)	S44193	Coax Cable	Pic Wire and Cable	\$4.68	\$561.60

Best Regards,

Kevin Barton

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From: Frank Mah [mailto:fmah@eaglecopters.com]

Sent: January 26, 2011 11:00 AM

To: kbarton@dartaero.com

Cc: 'L Lacelle'

Subject: FW: D130-787-013

Hi Kevin,

Please advise on what part numbers?

Thanks,

Frank

From: Linda Lacelle [mailto:llacelle@dartaero.com]

Sent: Wednesday, January 26, 2011 9:18 AM

To: 'Kevin Barton'; fmah@eaglecopters.com

Cc: 'Spyke Whiting'; 'David Shepherd'; 'Bill Beckett'

Subject: RE: D130-787-013

Ok, do we need to send you a p.o for these items, and if so, what costs do we use.

Frank...pretty please, could you order those missing parts...

Thx

LL

From: Kevin Barton [mailto:kbarton@dartaero.com]

Sent: January 26, 2011 11:02 AM

To: 'Linda Lacelle'

Cc: 'Spyke Whiting'; 'David Shepherd'; 'Bill Beckett'

Subject: RE: D130-787-013

Eagle, I believe, will have to order the parts not on hand as they hold the dealership. I would think that if you sent a nice e-mail to Frank (he is the purchaser for Eagle, right?) he would be able to order them for you. He might be able to use your address so they are shipped right to you.

The stuff we have on hand in the table below I will have shipped to your attention.

Best Regards,

Kevin Barton

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From: Linda Lacelle [mailto:llacelle@dartaero.com]
Sent: January 26, 2011 8:54 AM
To: 'Kevin Barton'
Cc: 'Spyke Whiting'; 'David Shepherd'; 'Bill Beckett'
Subject: RE: D130-787-013
Importance: High

We just received this order, are the parts for the -011 going to be ordered or made by eagle? I am unfamiliar with these parts.

LL

From: Bill Beckett [mailto:bbeckett@dartaero.com]
Sent: January 13, 2011 3:03 PM
To: 'Peggy McDonald'
Cc: 'Spyke Whiting'; 'Kevin Barton'; 'David Shepherd'; 'Carrie Pearson'; llacelle@dartaero.com
Subject: RE: D130-787-013

Peggy,

The full kit price is \$20,000 to DAS, one week Lead-time.

Necessary certification paperwork is included with the Honeywell components.

Bill

From: Peggy McDonald [mailto:peggy@darths.com]
Sent: January 13, 2011 12:22 PM
To: Bill Beckett
Cc: Spyke Whiting; Kevin Barton; David Shepherd; Carrie Pearson
Subject: RE: D130-787-013
Importance: High

If you can give us a MUST Have price for the equipment and the mount kit.

We will add a slight mark-up and try move it for you. Just give us the bottom price you want to receive.

Also pls confirm what paperwork will come with the Honeywell equipment.

We await your reply.

From: Carrie Pearson
Sent: January 13, 2011 12:10 PM
To: Peggy McDonald; 'Bill Beckett'

Cc: 'Spyke Whiting'; 'Kevin Barton'; 'David Shepherd'
Subject: RE: D130-787-013

Hi Peggy /Bill

I have just spoken with customer would like P/A hopefully today.

Do you think this will be possible?

Thanks

Carrie

From: Peggy McDonald
Sent: January 12, 2011 2:19 PM
To: 'Bill Beckett'
Cc: Carrie Pearson; 'Spyke Whiting'; Kevin Barton; 'David Shepherd'
Subject: RE: D130-787-013

Bill – we are waiting for your pricing prior to communicating further with the customer.

From: Kevin Barton [mailto:kbarton@dartaero.com]
Sent: January 12, 2011 2:14 PM
To: 'David Shepherd'; Peggy McDonald
Cc: Carrie Pearson; 'Bill Beckett'; 'Spyke Whiting'
Subject: RE: D130-787-013

I would first like to point out while we have an STC for this kit, we had some revisions to make that were never made because the Honeywell/Papillon deal never proceeded to the order stage.

To answer the question we have ALMOST everything to complete the -011 kit. Here is the breakdown:

ITEM	QTY REQ	QTY ON HAND	PART NUMBER	DESCRIPTION	LIST COST EA (USD)	DEALER NET EA (USD)	KEVIN PRI
1	1	1	066-01152-0101	KTA 810 TAS Processor Unit	\$19,707.00	\$14,781.00	
2	2	2	071-01599-0100	KA 815 Directional Antennas	\$1,775.00	\$1,332.00	
3	1	1	071-00112-0200	KCM 805 Configuration Module	\$954.00	\$716.00	
4	1	0	050-03361-0000	KTA 810 / KMH 820 Install Kit	\$802.00	\$602.00	
5	2	0	050-03362-0000	KA 815 Antenna Install Kits	Not Req.	Not Req.	Thi
6	1	0	HA21-6U3 or MS26574-5	Fuse or Circuit Breaker (See D130-787-901 Note 27)	\$21.75		Quot
7	AR (118)	0	S44193	Coax Cable	\$4.68	\$1,775.00	Tota
8	1	0	006-18265-0000	KTA 870 / KMH 880 Pilot Guide	\$159.00	\$120.00	

I just made up some prices based on the fact it's used equipment. I don't think it's fair to compare to the Avidyne system (I have attached the original Comparison Chart) as the TAS is more capable. I was giving a discount from what a dealer could buy it for to reflect the "Slightly" used nature of our equipment. I don't think we need to go lower because if the customer is a Honeywell dealer, the price listed is the best they could do at dealer net.

I cannot find what Honeywell was willing to sell the Processor unit to Papillon for in my e-mails, but it seems to me if they did their whole fleet they got it at about 10,000 for the processor and just over 20,000 for the whole system including DART STC, but not including installation. I think Black mountain was going to charge \$6,000 per aircraft for all the equipment installed (see Quote AR-M355N.....).

Hope this helps. If you have questions let me know.

Best Regards,

Kevin Barton

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From: David Shepherd [mailto:dshepherd@dartaero.com]

Sent: January 12, 2011 10:20 AM

To: 'Peggy McDonald'; 'Spyke Whiting'

Cc: 'Carrie Pearson'; 'Bill Beckett'; 'Kevin Barton'

Subject: RE: D130-787-013

Peggy,

Kevin will be more than happy to be the POC for this product, as long as never has to speak to anyone at Black Mountain Avionics ever again.

My understanding is that if you look at pg # 33 of IIN-D130-787 Rev. B, we have everything on the bottom of the page to complete a -011 kit, but Kevin will confirm.

Kevin,

Please confirm above and see below from Peggy and propose a price for the 130 TAS kit that is sitting in your office based on your extensive knowledge of competing product and your understanding of what Honeywell was going to charge for this kit.

You're welcome big fella.

Bill/Spyke,

I assume you will review Kevin's proposal (once he makes it) and make a final recommendation to DHS on this???

David

From: Peggy McDonald [mailto:peggy@darths.com]

Sent: Wednesday, January 12, 2011 10:07 AM

To: David Shepherd; Spyke Whiting

Cc: Carrie Pearson; Bill Beckett

Subject: RE: D130-787-013

Can you provide us with a list of equipment and price and we will offer it to the customer?
Maybe Kevin can be the POC for technical questions.

peggy

From: David Shepherd [mailto:dshepherd@dartaero.com]
Sent: January 12, 2011 11:49 AM
To: 'Spyke Whiting'
Cc: Carrie Pearson; Peggy McDonald; 'Bill Beckett'
Subject: RE: D130-787-013

Spyke,

So we have no interest in selling the kit that is sitting in Kevin's old office???
My understanding is that we were given this unit as payment for doing the STC.
Should we not try to sell it???

David

From: Spyke Whiting [mailto:spyke@eaglecopters.com]
Sent: Wednesday, January 12, 2011 9:46 AM
To: 'Peggy McDonald'; 'Bill Beckett'
Cc: dshepherd@dartaero.com; 'Carrie Pearson'
Subject: RE: D130-787-013

Thanks PM, I'll let Bill respond on the price but can tell you that we should refer them to Honeywell for the equipment.

Hope all is well.

Spyke

From: Peggy McDonald [mailto:peggy@darths.com]
Sent: Wednesday, January 12, 2011 11:39 AM
To: Bill Beckett
Cc: dshepherd@dartaero.com; Spyke; Carrie Pearson
Subject: FW: D130-787-013

Hi Bill,

We need to reply to an RFQ for the EC130 TAS system. Please confirm the existing price (see below) for the mounting kit.

Also, do we have any Honeywell equipment that we can quote or do we refer him to Honeywell?

Peggy

From: Carrie Pearson
Sent: January 11, 2011 2:03 PM
To: Peggy McDonald
Subject: D130-787-013

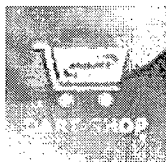
Hi Peggy

We need to work on quote for Sky Maintenance Services in France for the
P/N D130-787-013
Traffic Advisory System Mounting Kit
List Price: \$8000.00USD

Thank you

**Carrie Pearson**

DART Helicopter Services
Sales Associate
(613) 632-3336 Work
(800) 556-4166 Work
(613) 632-4443 Fax
Carrie@darths.com
352 Main St. West, Suite 103
Hawkesbury, ON K6A 2H3
www.darthelicopterservices.com



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Linda Lacelle

From: Frank Mah <fmah@eaglecopters.com>
Sent: January 27, 2011 2:33 PM
To: 'Kevin Barton'; 'L Lacelle'
Cc: Mmiele
Subject: RE: D130-787-013
Attachments: image001.jpg; image002.jpg

Hi Kevin / Linda,

What parts do you want us to order from Honeywell??

I need a PO from you guys to purchase.

Thanks,

Frank

From: Kevin Barton [mailto:kbarton@dartaero.com]
Sent: Wednesday, January 26, 2011 11:24 AM
To: fmah@eaglecopters.com; 'L Lacelle'
Subject: RE: D130-787-013

Hi Frank,

Here is the list.

Linda, please advise if you see any discrepancies between this and the BOM in the IIN, and you might want to buy the Pic cable (Item 5) as I believe you have to purchase connectors from them for the -013 kit. Thanks.

ITEM	QTY REQ	PART NUMBER	DESCRIPTION	MANUFACTUER	LIST COST EA (USD)	DEALER NET EA (USD)
1	1	050-03361-0000	KTA 810 / KMH 820 Install Kit	Honeywell	\$802.00	\$602.00
2	2	050-03362-0000	KA 815 Antenna Install Kits	Honeywell	Not Req.	Not Req.
3	1	HA21-6U3 or MS26574-5	Fuse or Circuit Breaker (See D130-787-901 Note 27)	Honeywell	\$21.75	
4	1	006-18265-0000	KTA 870 / KMH 880 Pilot Guide	Honeywell	\$159.00	\$120.00
5	AR (120 Feet)	S44193	Coax Cable	Pic Wire and Cable	\$4.68	\$561.60

Best Regards,

Kevin Barton

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From: Frank Mah [mailto:fmah@eaglecopters.com]
Sent: January 26, 2011 11:00 AM
To: kbarton@dartaero.com

Cc: 'L Lacelle'
Subject: FW: D130-787-013

Hi Kevin,

Please advise on what part numbers?

Thanks,

Frank

From: Linda Lacelle [mailto:llacelle@dartaero.com]
Sent: Wednesday, January 26, 2011 9:18 AM
To: 'Kevin Barton'; fmah@eaglecopters.com
Cc: 'Spyke Whiting'; 'David Shepherd'; 'Bill Beckett'
Subject: RE: D130-787-013

Ok, do we need to send you a p.o for these items, and if so, what costs do we use.
Frank...pretty please, could you order those missing parts...

Thx

LL

From: Kevin Barton [mailto:kbarton@dartaero.com]
Sent: January 26, 2011 11:02 AM
To: 'Linda Lacelle'
Cc: 'Spyke Whiting'; 'David Shepherd'; 'Bill Beckett'
Subject: RE: D130-787-013

Eagle, I believe, will have to order the parts not on hand as they hold the dealership. I would think that if you sent a nice e-mail to Frank (he is the purchaser for Eagle, right?) he would be able to order them for you. He might be able to use your address so they are shipped right to you.

The stuff we have on hand in the table below I will have shipped to your attention.

Best Regards,

Kevin Barton

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From: Linda Lacelle [mailto:llacelle@dartaero.com]
Sent: January 26, 2011 8:54 AM
To: 'Kevin Barton'
Cc: 'Spyke Whiting'; 'David Shepherd'; 'Bill Beckett'
Subject: RE: D130-787-013
Importance: High

We just received this order, are the parts for the -011 going to be ordered or made by eagle? I am unfamiliar with these parts.

LL

From: Bill Beckett [mailto:bbeckett@dartaero.com]
Sent: January 13, 2011 3:03 PM
To: 'Peggy McDonald'
Cc: 'Spyke Whiting'; 'Kevin Barton'; 'David Shepherd'; 'Carrie Pearson'; llacelle@dartaero.com
Subject: RE: D130-787-013

Peggy,
The full kit price is \$20,000 to DAS, one week Lead-time.
Necessary certification paperwork is included with the Honeywell components.
Bill

From: Peggy McDonald [mailto:peggy@darths.com]
Sent: January 13, 2011 12:22 PM
To: Bill Beckett
Cc: Spyke Whiting; Kevin Barton; David Shepherd; Carrie Pearson
Subject: RE: D130-787-013
Importance: High

If you can give us a MUST Have price for the equipment and the mount kit.
We will add a slight mark-up and try move it for you. Just give us the bottom price you want to receive.
Also pls confirm what paperwork will come with the Honeywell equipment.

We await your reply.

From: Carrie Pearson
Sent: January 13, 2011 12:10 PM
To: Peggy McDonald; 'Bill Beckett'
Cc: 'Spyke Whiting'; 'Kevin Barton'; 'David Shepherd'
Subject: RE: D130-787-013

Hi Peggy /Bill

I have just spoken with customer would like P/A hopefully today.

Do you think this will be possible?

Thanks

Carrie

From: Peggy McDonald
Sent: January 12, 2011 2:19 PM
To: 'Bill Beckett'
Cc: Carrie Pearson; 'Spyke Whiting'; Kevin Barton; 'David Shepherd'
Subject: RE: D130-787-013

Bill – we are waiting for your pricing prior to communicating further with the customer.

From: Kevin Barton [mailto:kbarton@dartaero.com]
Sent: January 12, 2011 2:14 PM
To: 'David Shepherd'; Peggy McDonald

Cc: Carrie Pearson; 'Bill Beckett'; 'Spyke Whiting'

Subject: RE: D130-787-013

I would first like to point out while we have an STC for this kit, we had some revisions to make that were never made because the Honeywell/Papillon deal never proceeded to the order stage.

To answer the question we have ALMOST everything to complete the -011 kit. Here is the breakdown:

ITEM	QTY REQ	QTY ON HAND	PART NUMBER	DESCRIPTION	LIST COST EA (USD)	DEALER NET EA (USD)	KEVIN PRI
1	1	1	066-01152-0101	KTA 810 TAS Processor Unit	\$19,707.00	\$14,781.00	
2	2	2	071-01599-0100	KA 815 Directional Antennas	\$1,775.00	\$1,332.00	
3	1	1	071-00112-0200	KCM 805 Configuration Module	\$954.00	\$716.00	
4	1	0	050-03361-0000	KTA 810 / KMH 820 Install Kit	\$802.00	\$602.00	
5	2	0	050-03362-0000	KA 815 Antenna Install Kits	Not Req.	Not Req.	Thi
6	1	0	HA21-6U3 or MS26574-5	Fuse or Circuit Breaker (See D130-787-901 Note 27)	\$21.75		Quot
7	AR (118)	0	S44193	Coax Cable	\$4.68	\$1,775.00	Tota
8	1	0	006-18265-0000	KTA 870 / KMH 880 Pilot Guide	\$159.00	\$120.00	

I just made up some prices based on the fact it's used equipment. I don't think it's fair to compare to the Avidyne system (I have attached the original Comparison Chart) as the TAS is more capable. I was giving a discount from what a dealer could buy it for to reflect the "Slightly" used nature of our equipment. I don't think we need to go lower because if the customer is a Honeywell dealer, the price listed is the best they could do at dealer net.

I cannot find what Honeywell was willing to sell the Processor unit to Papillon for in my e-mails, but it seems to me if they did their whole fleet they got it at about 10,000 for the processor and just over 20,000 for the whole system including DART STC, but not including installation. I think Black mountain was going to charge 46,000 per aircraft for all the equipment installed (see Quote AR-M355N....).

Hope this helps. If you have questions let me know.

Best Regards,

Kevin Barton

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From: David Shepherd [mailto:dshepherd@dartaero.com]

Sent: January 12, 2011 10:20 AM

To: 'Peggy McDonald'; 'Spyke Whiting'

Cc: 'Carrie Pearson'; 'Bill Beckett'; 'Kevin Barton'

Subject: RE: D130-787-013

Peggy,

Kevin will be more than happy to be the POC for this product, as long as never has to speak to anyone at Black Mountain Avionics ever again.

My understanding is that if you look at pg # 33 of IIN-D130-787 Rev. B, we have everything on the bottom of the page to complete a -011 kit, but Kevin will confirm.

Kevin,

Please confirm above and see below from Peggy and propose a price for the 130 TAS kit that is sitting in your office based on your extensive knowledge of competing product and your understanding of what Honeywell was going to charge for this kit.

You're welcome big fella.

Bill/Spyke,

I assume you will review Kevin's proposal (once he makes it) and make a final recommendation to DHS on this???

David

From: Peggy McDonald [mailto:peggy@darths.com]
Sent: Wednesday, January 12, 2011 10:07 AM
To: David Shepherd; Spyke Whiting
Cc: Carrie Pearson; Bill Beckett
Subject: RE: D130-787-013

Can you provide us with a list of equipment and price and we will offer it to the customer?
Maybe Kevin can be the POC for technical questions.

peggy

From: David Shepherd [mailto:dshepherd@dartaero.com]
Sent: January 12, 2011 11:49 AM
To: 'Spyke Whiting'
Cc: Carrie Pearson; Peggy McDonald; 'Bill Beckett'
Subject: RE: D130-787-013

Spyke,

So we have no interest in selling the kit that is sitting in Kevin's old office???
My understanding is that we were given this unit as payment for doing the STC.
Should we not try to sell it???

David

From: Spyke Whiting [mailto:spyke@eaglecopters.com]
Sent: Wednesday, January 12, 2011 9:46 AM
To: 'Peggy McDonald'; 'Bill Beckett'
Cc: dshepherd@dartaero.com; 'Carrie Pearson'
Subject: RE: D130-787-013

Thanks PM, I'll let Bill respond on the price but can tell you that we should refer them to Honeywell for the equipment.

Hope all is well.

Spyke

From: Peggy McDonald [mailto:peggy@darths.com]
Sent: Wednesday, January 12, 2011 11:39 AM
To: Bill Beckett
Cc: dshepherd@dartaero.com; Spyke; Carrie Pearson
Subject: FW: D130-787-013

Hi Bill,

We need to reply to an RFQ for the EC130 TAS system. Please confirm the existing price (see below) for the mounting kit.

Also, do we have any Honeywell equipment that we can quote or do we refer him to Honeywell?

Peggy

From: Carrie Pearson
Sent: January 11, 2011 2:03 PM
To: Peggy McDonald
Subject: D130-787-013

Hi Peggy

We need to work on quote for Sky Maintenance Services in France for the
P/N D130-787-013

Traffic Advisory System Mounting Kit

List Price: \$8000.00USD

Thank you



Carrie Pearson

DART Helicopter Services

Sales Associate

(613) 632-3336 Work

(800) 556-4166 Work

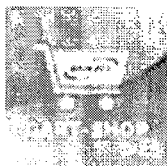
(613) 632-4443 Fax

Carrie@darths.com

352 Main St. West, Suite 103

Hawkesbury, ON K6A 2H8

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